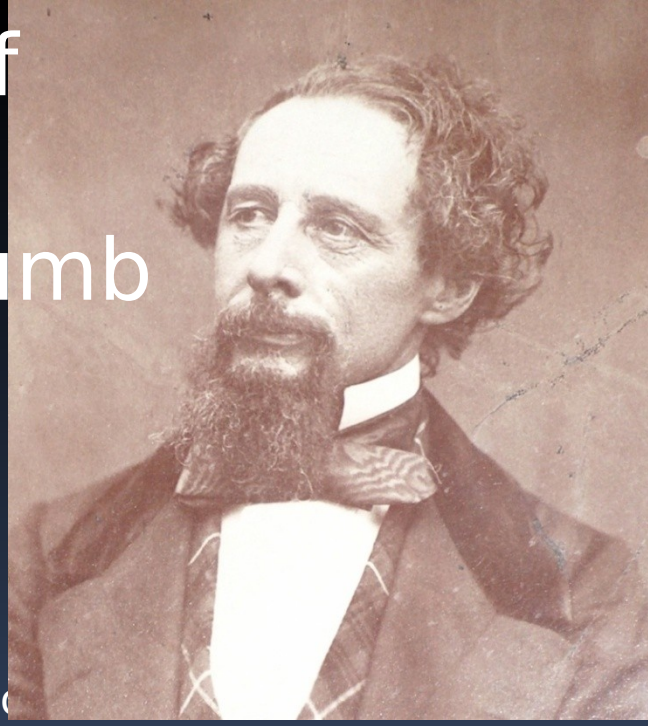
“The Financial Wisdom of Ebenezer Scrooge: Why Smart People Do Dumb Things With Money”



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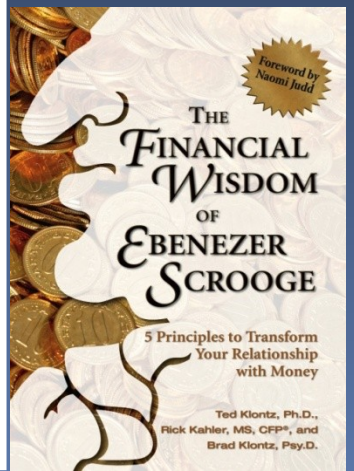
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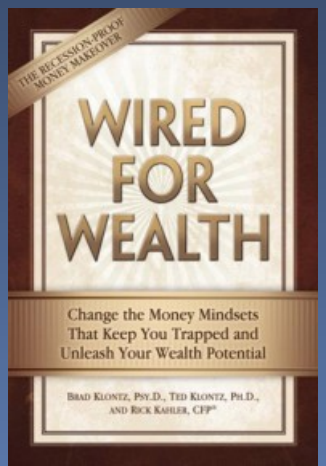
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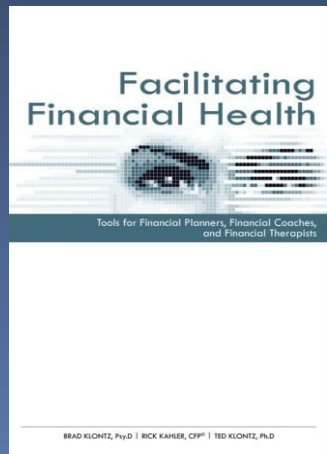
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Please Complete These Sentences….

- It could be argued that Mother Theresa and Bill Gates have made significant contributions to the health and well-being of mankind. If you were asked to determine which of these two have made the biggest contribution your answer would be……
- When you leave the room today, imagine that on your left is all the love you and your family would ever need. On your right, is all the money that you and your family would ever need, the choice you would make would be……..
- The Relationship between money and happiness is…
- “I love money….”
- “The Book” ……

Today's Reality

Our Part?

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Money Issues:

- The # 1 source of stress for 75% of all Americans. (APA.2008)
- "...are the single most pervasive continuous source of stress in our society" Dr. Harvey Brenner, Johns Hopkins University, The Tribune, New Albany, Indiana 1.4.08
- The # 1 source of marital disagreement in the early years of marriage (Oggins, 2003), and remains one common area of disagreement for couples in general. (Dortch, 1994).
- A mortality risk factor equivalent to heart disease, cancer, smoking and poor physical fitness. (Koran , AMA January 2007), a significant source of individual, couples and family trauma with incidence rates nearly equal to that of heart attacks, cancer diagnoses, and divorce. (NIMH, 2008)
- Responsible for relationship problems such as deception of spouses (40% / 70%) (Medintz, 2004).
- #1 reason partners stay in abusive relationships

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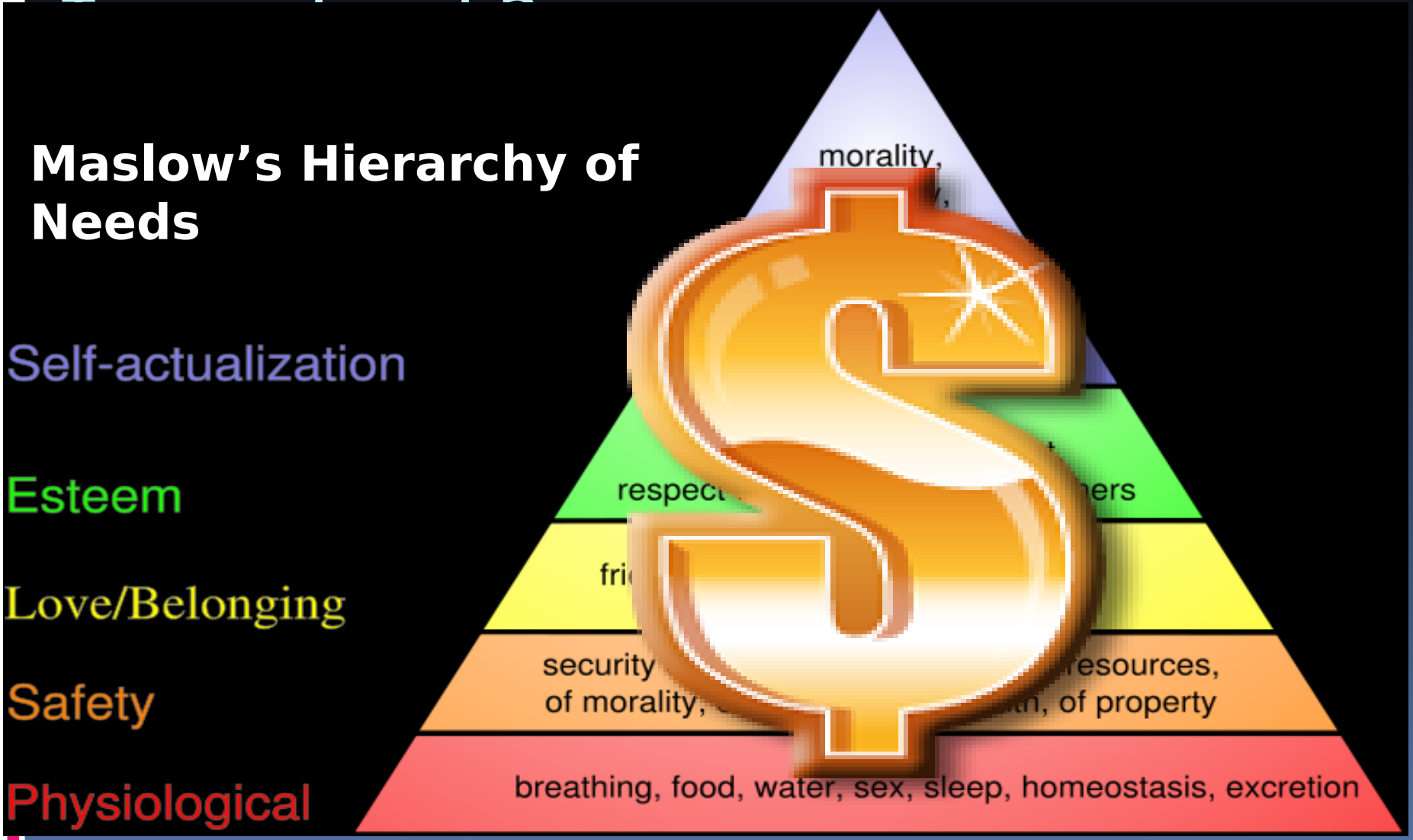
Why Is $$$ So

Maslow's Hierarchy of Needs



The Three Things to Remember About Financial Behaviors

- All financial decisions, no matter how self-destructive/self-defeating makes perfect sense once one understands the thoughts (Money Scripts) that power the decisions
- Past experiences (Financial Flashpoints) with money will strongly impact present and future financial behaviors
- If it isn’t our dream, we are not going to do it.

Money Scripts

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What are “Money Scripts”

- Your answers to the questions like:
- Mother Theresa and Bill Gates
- Love – Money
- Money and Happiness
- “I love money….”
- “The Book” ……

What Do They Do?

Increasing Levels of Anxiety: W.W.P.T[26]?

- Artificial $$$ Set-Points/Neighborhoods
- Conflict re: $$$ = Conflicting Scripts
- Sudden Money events + - Loss of “Tribe”
- Uncle Jim
- The 5 Most Successful/Unsuccessful
- Political Parties and occupations are formed around these beliefs

W.W.P.T ? Increasing levels of anxiety

Keeping up with the Joneses?

- Perceived Deprivation
- Harvard Study:
- $50,000 peers $ 25,000
- $100,000 peers $200,000

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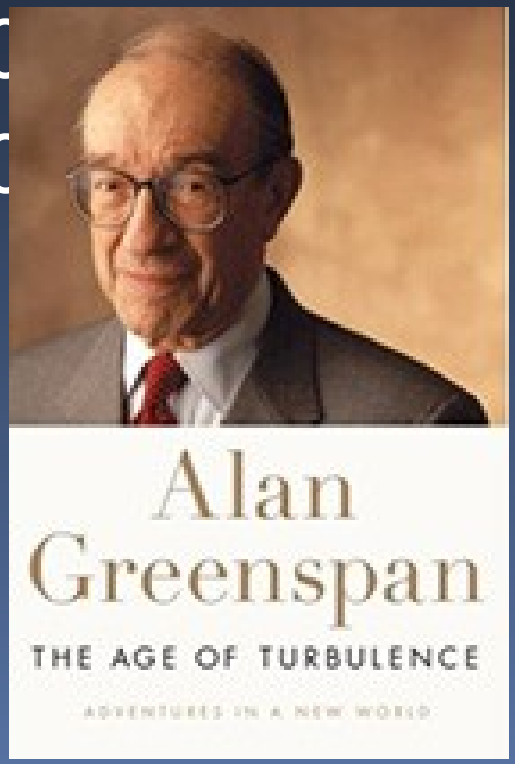

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Robert Bolton

"A belief is not merely an idea that the mind possesses; it is an idea that possesses the mind"

- The Power of these money scripts:
- Pain, Strength, Performance

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When Marley Comes To Visit:

The Consequences of Unexami

Financial Disorders Resulting from Distorted Beliefs [34]

- $$$ Importance + -
- $$$ Egotism + -
- $$$ Infidelity/Betrayal
- $$$ Enabling/ Dependency
- Work + -
- Spending + -, Both
- Risk Taking + -
- $$$ Entitlement + -

Changing Financial Behaviors?

Hanging out in a different neighborhood

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Hanging Out With Others

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Collective Wisdom?

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Revised Financial Set Points; Neighborhoods: The goal is to move the upper and lower limits, reducing anxiety and stress [41]

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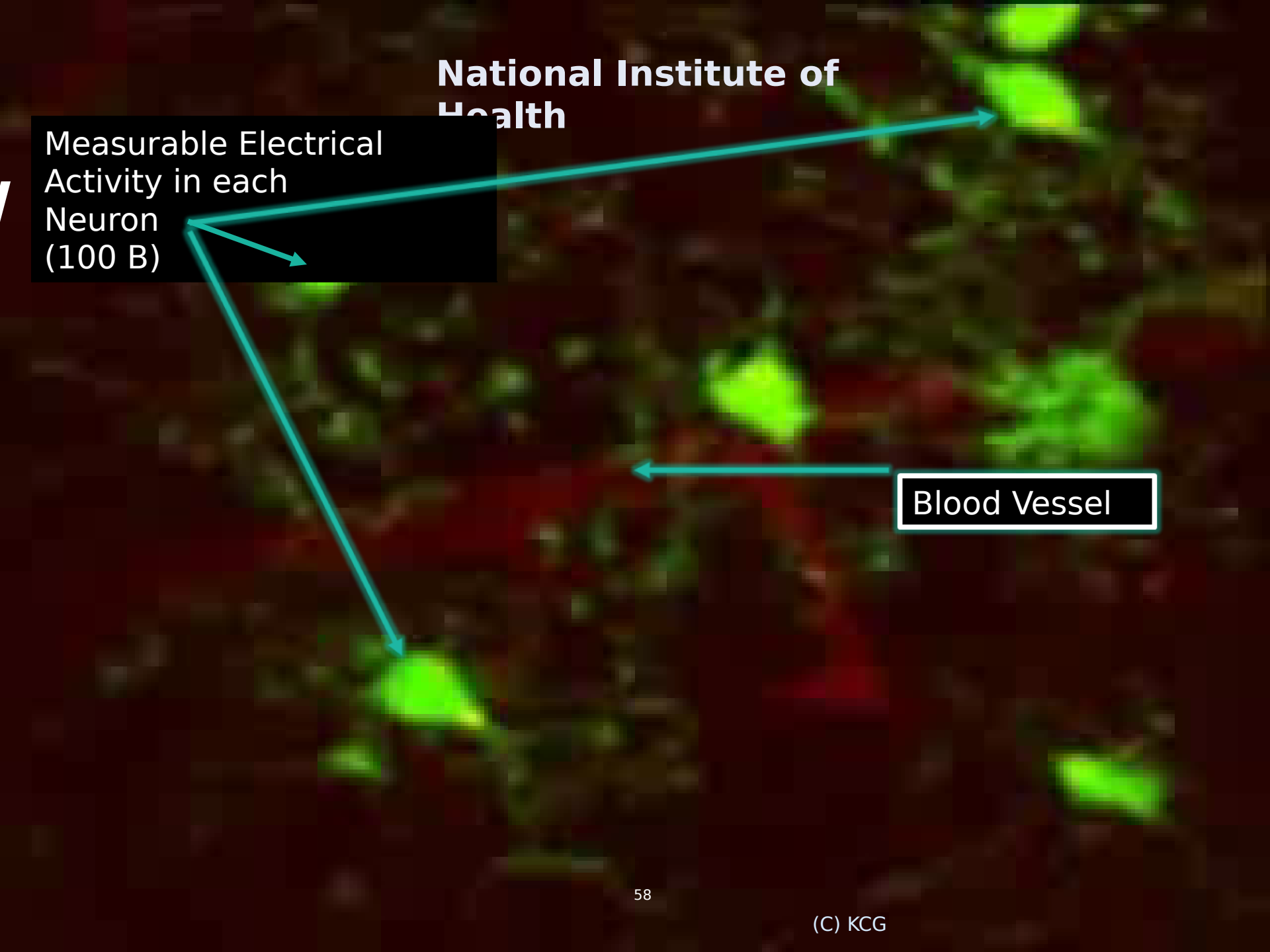
Sometimes, Information Is All That's Needed

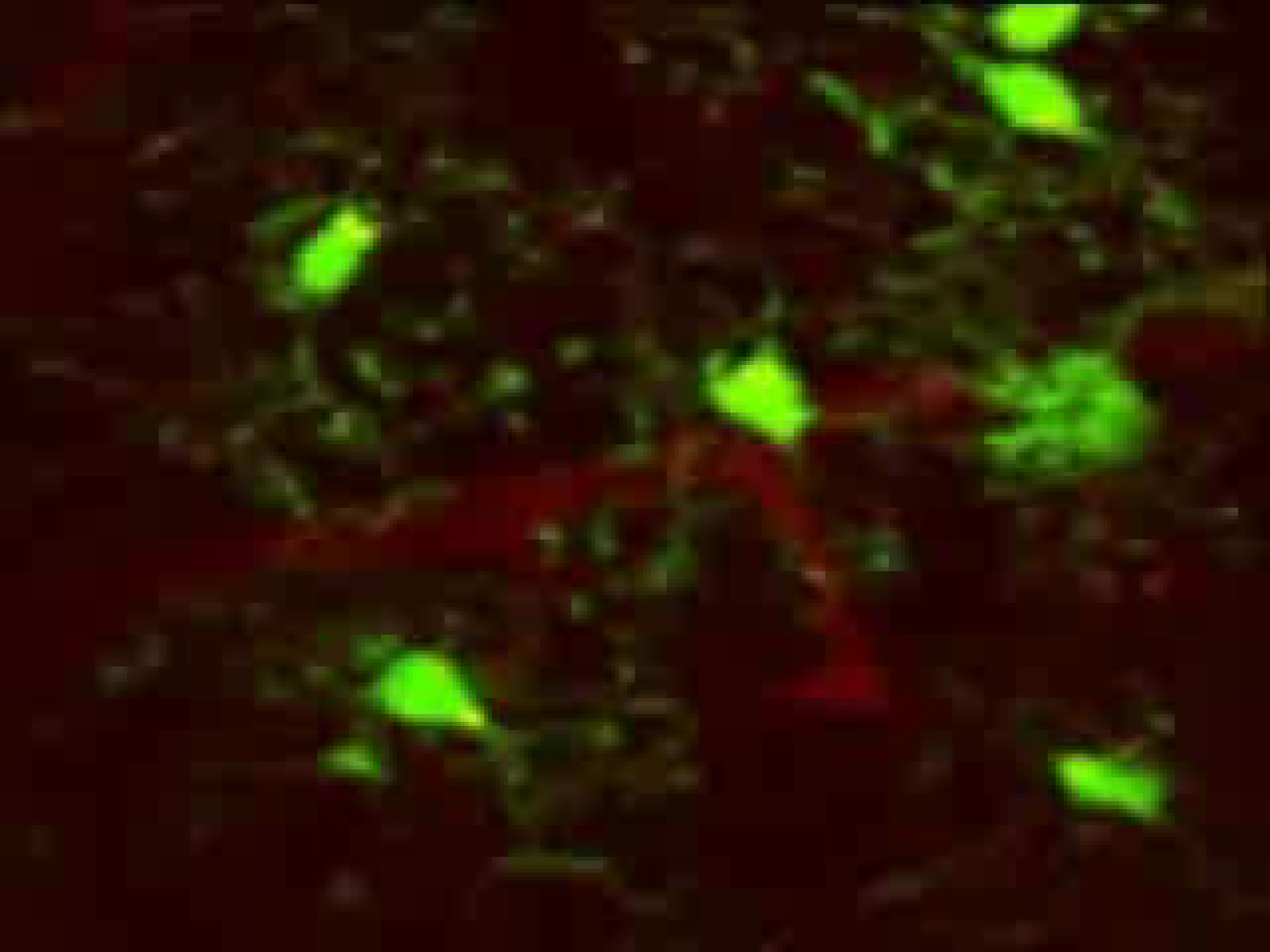
- If not, the behaviors are trauma linked/based

Financial Flashpoints: Befriending Ghosts From The Past

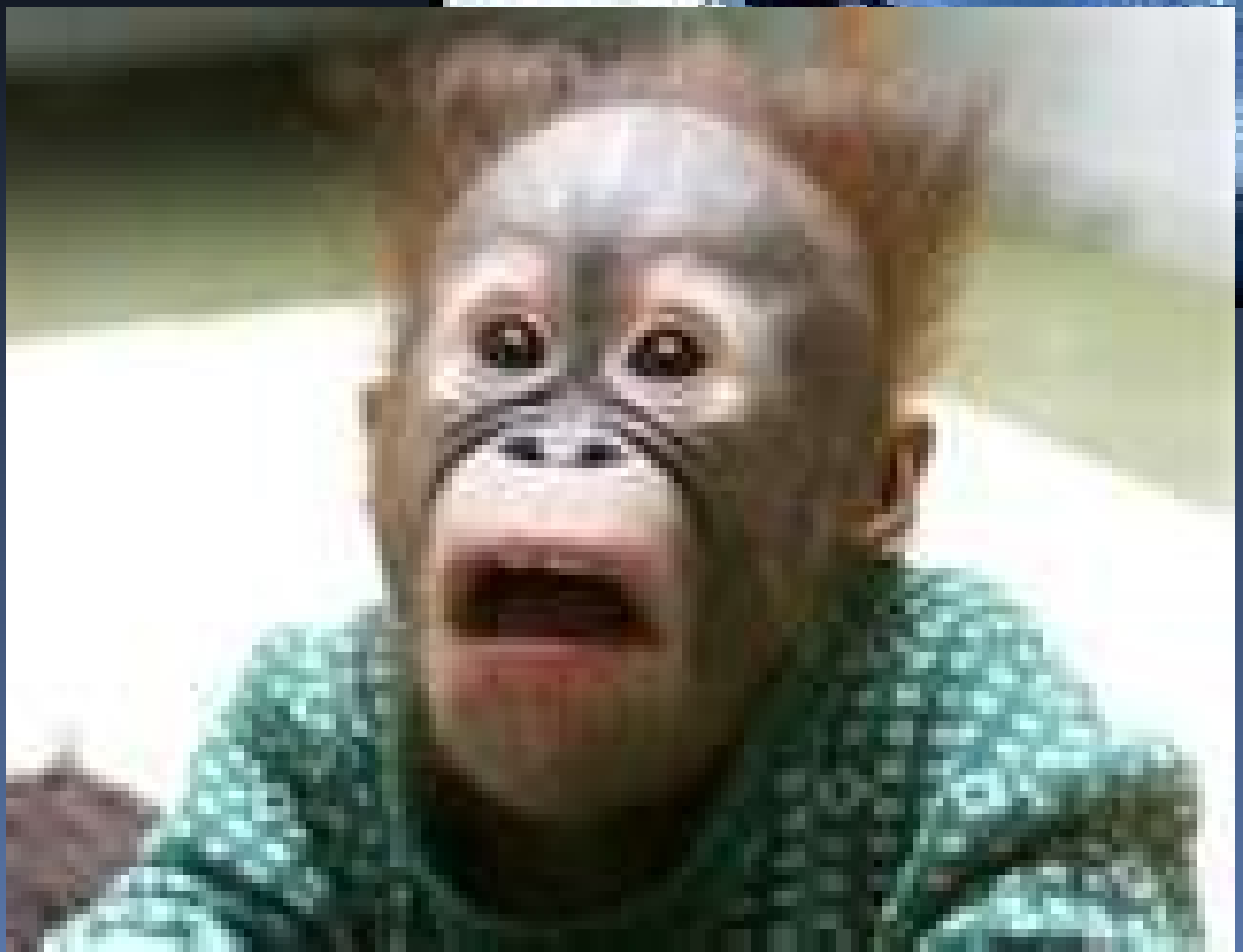
Joy ? Pain?


National Institute of Health
Measurable Electrical Activity in each Neuron (100 B)
Blood Vessel

(C) KCG



Life 101



Why Good Intentions Are Often Not Enough

- Personal Visioning
- 24 hours

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Questions/Comments/Observations?

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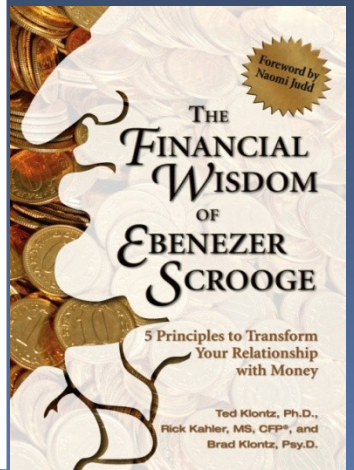
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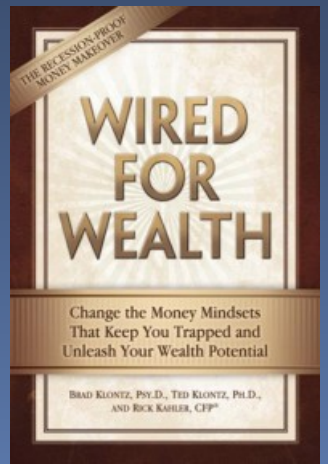
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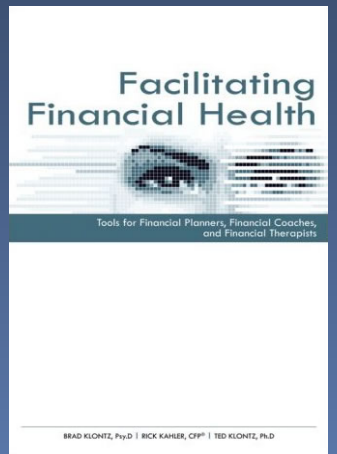
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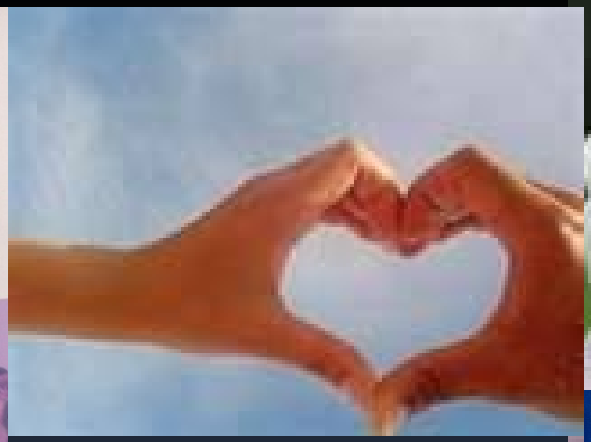

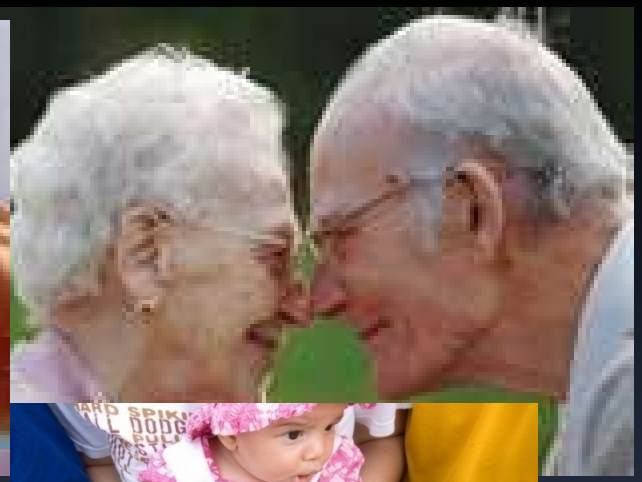

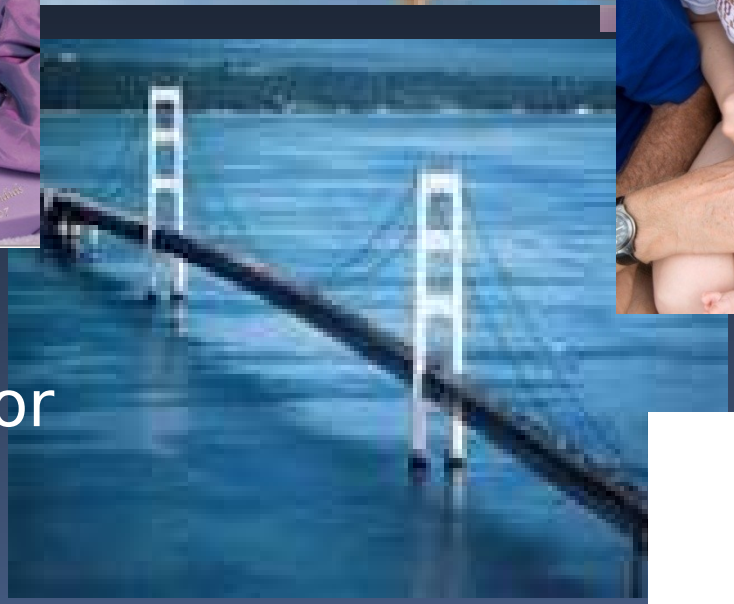

We are all looking for meaning

“Money is the bridge between here and meaning….” Jacob Needleman

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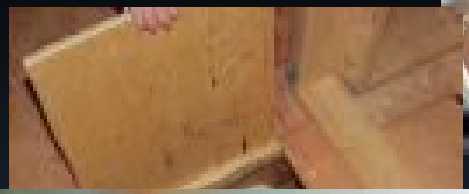
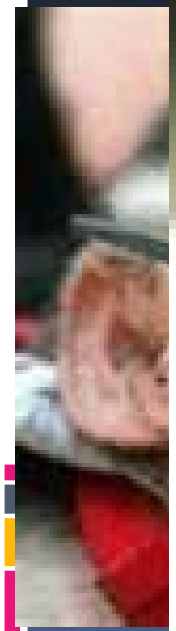
Financial Flashpoints





How’s Your Luck Today?